

Model for Collaboration

Guidelines for Non-Profit and For-
Profit Partnerships

The Importance of For-Profits

- Banks and Mortgage Companies
- RE Brokers
- Architects, Engineers & Contractors
- Suppliers
- Insurers
- Attorneys, Accountants, Bookkeepers and E-technology

Cost-Benefit Factors

- In-house expertise vs. outsourced expertise
- Cost of payroll and benefits vs. fees for service
- Employee relations vs. contractual obligations
- Risk management vs. outside liability

Material Involvement

- Mission orientation
- Pro-bono vs. discounted services
- Signed contracts vs. verbal agreements
- Identifying preferred vendors
 - Licensed
 - Insured
 - Experienced

Ideal Partners

- Sympathetic and supportive
- Willing to discount services
- Potential for in-kind services
- Prospect for contributions